



# FACT SHEET



BMDO FACT SHEET 411-00-11

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## ***THE OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION***

### **INTRODUCTION**

The Ballistic Missile Defense Organization (BMDO) Office of Small and Disadvantaged Business Utilization (SADBU) serves as an advocacy and advisory office responsible for ensuring that small businesses, small disadvantaged businesses, women-owned small businesses, Historically Black Colleges and Universities/Minority Institutions (HBCU/MIs), HUBZone small businesses, and service disabled-veteran owned small businesses receive their fair share of all contracts.

The SADBU office maintains a database listing capabilities of over 450 small businesses that have shown an interest in contracting with BMDO. The SADBU staff continually attends conferences and seminars in an effort to meet more small businesses. During these conferences and seminars, small business packages which contain information concerning BMDO, the most recent forecast of contracting opportunities and a quarterly newsletter which will help keep the reader current on initiatives within BMDO, as well as initiatives which affect the small business community as a whole, are provided.

#### ***Principal Areas of Opportunity***

Research, Development, Testing and Evaluation, and Technical Support in the following areas:

- Survivability and Lethality
- Active and Passive Sensor Technology
- Simulation and Modeling
- Systems Engineering and Integration
- Kinetic Energy Technology
- Countermeasures
- Program Management
- System Test and Evaluation
- Directed Energy Technology
- Battle Management, Command, Control, and Communications (BM/C4)

### **AVAILABLE PROGRAM OPPORTUNITIES**

#### **Small Business Set-Asides**

Generally, all acquisitions of supplies or services which have an anticipated dollar value that exceeds \$2,500 and not exceeding \$100,000 are reserved exclusively for small business concerns. Additionally, it is generally the policy that any acquisition over \$100,000 will be set aside for small business concerns when there is a reasonable expectation that offers will be obtained from at least two responsible small business concerns and that awards will be made at fair market prices. A "set-aside for small business" is the reserving of an acquisition exclusively for participation by small business concerns. A set-aside of a single acquisition or a class of acquisitions may be total or partial. (For the definition of a small business concern, see Part 19 of the Federal Acquisition Regulation).

#### **Small Business Administration's (SBA's) 8(a) Program**

Under the provisions of Section 8(a) of the Small Business Act, the SBA may enter into contracts with BMDO and other Government agencies for supplies and services. These requirements are then subcontracted with SBA-approved 8(a) certified small businesses

## AVAILABLE PROGRAM OPPORTUNITIES [continued]

concerns that are socially and economically disadvantaged. Qualified 8(a) firms should make their capabilities known to the Director, Office of Small and Disadvantaged Business Utilization (SADBU) at BMDO. Small business firms that are not currently 8(a) certified, but are interested in the 8(a) Program, should contact the nearest SBA office for further guidance. A small business firm that is 8(a) certified may also compete as a prime contractor for BMD requirements, however, the award would not be made under the 8(a) Program.

### **Small Disadvantaged Businesses & Women-Owned Small Businesses**

In keeping with the policy of the Federal government, BMDO provides maximum practicable opportunities in its acquisitions to small disadvantaged businesses and women-owned small businesses. In addition to opportunities provided under the SBA's 8(a) Program to qualified businesses, small disadvantaged businesses and women-owned small businesses may compete as prime contractors for BMDO requirements. Procurement opportunities are also provided to small disadvantaged businesses and women-owned small businesses through the procurement regulations requiring prime contractors to utilize these firms as subcontractors to the maximum extent possible. The government agencies and the prime contractors have established goals for awards to small disadvantaged businesses and women-owned small businesses.

### **Historically Black Colleges and Universities/Minority Institutions (HBCU/MIs)**

The Department of Defense Federal Acquisition Regulation Supplement, Part 226.7003-1 provides for set-asides to HBCU/MIs. The Ballistic Missile Defense Organization has a pilot research program set-aside for HBCU/MIs. Additionally, the BMDO SADBU Office facilitates interaction between the HBCU/MIs and the BMDO Executing Agents which may lead to greater HBCU/MI participation in BMDO requirements.

### **Small Business Innovation Research (SBIR)**

The Ballistic Missile Defense Organization's SBIR Program is covered in the Department of Defense SBIR Program Solicitation each year. The BMDO encourages small businesses with strong research and development capabilities in science or engineering to participate in the SBIR Program. Goals of the SBIR include stimulating technological innovation in the private sector, strengthening the role of small business in meeting DoD research and development needs, fostering and encouraging participation by minority and disadvantaged firms in technological innovation, and increasing the commercial application of DoD-supported research and development results. Copies of the DoD SBIR Solicitations are available from the DoD SBIR help desk, (800) 382-4634.

### **Small Business Technology Transfer (STTR)**

The Ballistic Missile Defense Organization's STTR Program is covered in the Department of Defense STTR Program Solicitation each year. Under this pilot program, awards are made to small business concerns for cooperative research and development, conducted jointly by the small business and a research institution (non-profit institutes, contractor-operated federally funded research and development centers, and universities). The program helps the small companies and researchers at research institutions to commercialize technology, to foster high-tech economic development, and to advance U.S. economic competitiveness. Copies of the DoD STTR solicitations are available from the DoD STTR help desk, (800) 382-4634.

### **Subcontracting**

Most Ballistic Missile Defense (BMD) prime contracts contain special clauses which require the prime contractors to maximize the use of small businesses, small disadvantaged businesses, women-owned small businesses, and HBCU/MIs as subcontractors. Small business firms and HBCU/MIs are, therefore, encouraged to make their capabilities known to BMD prime contractors. Listings of the BMDO and BMD Subcontracting Plan Administrators for the prime contractors are available from the BMDO's Office of Small and Disadvantaged Business Utilization.

### **Contracting Activities**

The Army, Air Force, Navy, Defense Threat Reduction Agency, National Aeronautics and Space Administration, and Department of Energy collectively contract for a large percentage of Ballistic Missile Defense requirements. In addition to BMDO's contracting activity, the above Government components offer BMD contracting opportunities. Points of Contact at the Offices of Small and Disadvantaged Business Utilization who can assist you in finding out more about BMD contracting opportunities are listed at the end of this document.

### **Mentor-Protege Program**

The Mentor-Protege Program is a pilot program which provides incentives for DoD prime contractors to assist small disadvantaged businesses in enhancing their capabilities and to increase participation of such firms in Government and commercial contracts. For more information on this program, contact the DoD Office of Small and Disadvantaged Business Utilization (SADBU).

**Disabled-Veteran Small Business**

Under the provisions of Public Law 106-50, the Veterans Entrepreneurship and Small Business Development Act of 1999, the statute provides for a Government-wide goal for participation by small business concerns owned and controlled by veterans shall be established at not less than three percent of the total value of all prime contract and subcontract awards for each fiscal year.

**HUBZone Small Business**

The Historically Underutilized Business Zone (HUBZone) Empowerment contracting Program, which is included in the Small Business Reauthorization Act of 1997, provides Federal contracting opportunities to small business concerns located in historically underutilized business zones. The provisions of the statute sets the government contracting goal for HUBZone SBCs initially at one percent of all Federal prime contracts with a gradual increase to three percent by the year 2003.

**GETTING STARTED WITH SADBU**

- **Contact the appropriate Small & Disadvantaged Business Utilization Office (SADBU).**
- **Review the Commerce Business Daily. This publication provides information on contracting opportunities both as a prime contractor and as a subcontractor.**
- **Have the name of your firm placed in the BMDO Small Business Database. This database contains capabilities of small businesses wishing to do business with BMDO. Contact the BMDO SADBU Office for an application. (703) 604-0990.**
- **Have your name placed on the DoD SBIR and STTR Mailing Lists. (800) 382-4634.**
- **Have your company registered on the GSA Schedule. Government agencies can select directly from that Schedule.**
- **The Ballistic Missile Defense Organization Acquisition Reporting Bulletin Board (BARBB) provides a consolidated source of information concerning current and prospective solicitations. The BARBB can be accessed on the Internet at: <http://www.acq.osd.mil/bmdo/barbb/barbb.htm>**
- **Access the BMDO OSDDBU Homepage. The address is: <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html>**
- **Information about BMDO can be accessed through BMDO's World Wide Web Homepage. The address is: <http://www.acq.osd.mil/bmdo/bmdolink/html/bmdolink.html>.**

Ballistic Missile Defense Organization,  
External Affairs  
7100 Defense Pentagon  
Washington, D.C. 20301-7100  
(703) 697-8472

## OFFICES OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION POINTS OF CONTACT

### **BALLISTIC MISSILE DEFENSE ORGANIZATION**

Mr. Stephen M. Moss  
Director, BMDO SADB  
The Pentagon  
Washington, DC  
(703) 604-0990

Mr. Ray Lambert  
BMDO SADB  
The Pentagon  
Washington, DC  
(703) 604-0067

### **AIR FORCE**

Mr. Ralph K. Frangioni, Jr.  
Air Armaments Center  
Eglin AFB, FL  
(850) 882-2843

Mr. Charles Willet  
Space and Missile Systems  
Division  
Los Angeles, CA  
(310) 363-2855

Mr. David Condon  
Air Force Material Center  
Electronic Systems Center  
Hanscom AFB, MA  
(781) 377-4973

Ms. Joan Fulkerson  
Air Force Research  
Laboratory  
Kirtland AFB, NM  
(505) 846-8515

Ms. Jan Norelli  
Air Force Research Laboratory/  
Rome Research Site  
Rome, NY  
(315) 330-3311

Ms. Judith K. Vaughn  
Air Force Flight Test Center  
Edwards AFB, CA  
(661) 277-3900 x 2274

Lt. Col. Ronald Bartholomew  
Air Force Office of Scientific  
Research  
Bolling AFB  
Washington, DC  
(703) 696-5904

Mr. Anthony Lander  
Air Force Space Command  
Peterson AFB, CO  
(719) 554-5324

Mr. Everette Carter  
11 CONS/LGC  
Bolling AFB  
Washington, DC  
(202) 767-8086

Mr. Greg Burton  
Air Force Material Command  
Wright-Patterson AFB, OH  
(937) 257-3317

Mr. Lawrence Duncan  
HQ AFOTEC/SB  
Kirtland AFB, NM  
(505) 846-2539

### **NAVY**

Office of Naval Research  
Arlington, VA  
(703) 696-4605

Ms. Michelle Nicholl  
Naval Research Laboratory  
Washington, DC  
(202) 767-6263

Mr. Sarkis Tatigan  
Naval Sea Systems Command  
Arlington, VA  
(703) 602-1964 x150

Ms. Marti Schwartz  
Space & Naval Warfare  
Command  
San Diego, CA  
(619) 524-7701

Mr. James Howard  
Naval Surface Warfare Center  
Dahlgren, VA  
(540) 653-4806

Ms. Lois R. Herrington  
Naval Air Warfare Center  
China Lake, CA  
(760) 939-2712

Ms. Debbie Jo Foster  
Strategic Systems Programs  
Arlington, VA  
(703) 607-0218

Ms. Vivian Dettner  
Fleet & Industrial Supply  
Center  
Washington, DC  
(202) 433-2957

### **MARINE CORPS**

Ms. Lisa Botkin  
Marine Corps Systems  
Command  
Quantico, VA  
(703) 784-5822 x236

### **ARMY**

Mr. John Ralls, Jr.  
U.S. Army Space & Missile  
Defense Command  
Huntsville, AL  
(256) 955-3412

Mr. Larry Travis  
Army Research Office  
Research Triangle Park, NC  
(919) 549-4271

Mr. John F. Nelson  
U.S. Army Missile Command  
Redstone Arsenal, AL  
(256) 876-5441

Mr. Chuck Collins  
U.S. Army Intelligence Center  
Fort Huachuca, AZ  
(520) 533-3131

Mr. Stan Daise  
CECOM Acquisition Center  
Alexandria, VA  
(703) 325-5793

Mr. Richard Burdette  
U.S. Army Armament RD & E  
Picatinny Arsenal, NJ  
(973) 724-4106

### **DEFENSE ADVANCED RESEARCH PROJECTS AGENCY**

Mr. Bud Durand  
Defense Advanced Research  
Projects Agency  
Arlington, VA  
(703) 696-2379

### **DEFENSE THREAT REDUCTION AGENCY**

Mr. Bill Burks  
Defense Threat Reduction  
Agency  
Fort Belvoir  
Alexandria, VA  
(703) 767-7889

### **DEFENSE SUPPLY SERVICE - WASHINGTON**

Ms. Grace Foster  
Defense Supply Service -  
Washington  
Washington, DC  
(703) 697-6024

### **NATIONAL AERONAUTICS & SPACE ADMINISTRATION**

Mr. Ralph Thomas  
NASA  
Washington, DC  
(202) 358-2088

Mr. Carl Silski  
NASA  
Cleveland, OH  
(216) 433-2786

### **DEPARTMENT OF ENERGY**

Ms. Esther Aguilera  
Department of Energy  
Washington, DC  
(202) 586-8383 or 7377